

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER IN THE LAST 3 FINANCIAL YEARS

Name of the Issue:

Route Mobile Limited

1. Type of Issue (IPO/FPO)

IPO

2. Issue Size (Rs. Cr)

INR 600 Cr

3. Grade of issue along with name of the rating agency

Name

NA

Grade

NA

4. Subscription Level (Number of times)

73.3136 times (excluding anchor investor and after removing multiple and duplicate bids and technical rejection cases)

Source - Minutes of Basis of Allotment dated September 16, 2020

5. QIB Holding (as a % of outstanding capital) as disclosed to stock exchanges

Particulars	Percentage
(i) allotment in the issue	15.08%*
(ii) at the end of the 1st Quarter immediately after the listing of the issue^	NA
(iii) at the end of 1st FY (March 31, 2021)^	NA
(iv) at the end of 2nd FY (March 31, 2022)^	NA
(v) at the end of 3rd FY (March 31, 2023)^	NA

(^) QIB Holding not disclosed as reporting for relevant period / fiscal years has not been completed

(*) As a % of total paid up capital as per the Prospectus dated September 14, 2020

6. Financials of the issuer (as per the annual financial results submitted to stock exchanges)

(Rs in Crores)

Parameters	1st FY (March 31, 2021)*	2nd FY (March 31, 2022)*	3rd FY (March 31, 2023)*
Income from operations	N.A.	N.A.	N.A.
Net Profit for the period	N.A.	N.A.	N.A.
Paid-up equity share capital	N.A.	N.A.	N.A.
Reserves excluding revaluation reserves	N.A.	N.A.	N.A.

* Financials not disclosed as reporting for the relevant fiscal years has not been completed.

7. Trading Status in the scrip of the issuer

Company's Equity Shares are listed on both the BSE Limited and the National Stock Exchange of India Limited.

Particulars	Status
(i) at the end of 1st FY (March 31, 2021)*	N.A.
(ii) at the end of 2nd FY (March 31, 2022)*	N.A.
(iii) at the end of 3rd FY (March 31, 2023)*	N.A.

* Trading status not disclosed as reporting for the relevant fiscal years has not been completed

8. Change in Directors of issuer from the disclosures in the offer document

Particulars	Name of the Director	Appointed / Resigned
(i) at the end of 1st FY (March 31, 2021)*	N.A.	N.A.
(ii) at the end of 2nd FY (March 31, 2022)*	N.A.	N.A.
(iii) at the end of 3rd FY (March 31, 2023)*	N.A.	N.A.

*Changes in directors not disclosed as reporting for relevant fiscal years has not been completed

9. Status of implementation of project/ commencement of commercial production

- (i) **As disclosed in the offer document: NA**
- (ii) **Actual implementation: NA**
- (iii) **Reasons for delay in implementation, if any: NA**

10. Status of utilization of issue proceeds

(i) As disclosed in the offer document:

(in ₹ million)

Particulars	Estimated schedule of deployment of Net Proceeds in Fiscal 2021	Estimated schedule of deployment of Net Proceeds in Fiscal 2022	Total
Repayment or pre-payment, in full or part, of certain borrowings of our Company	365.00	-	365.00
Acquisitions and other strategic initiatives	475.00	355.00	830.00
Purchase of office premises in Mumbai	650.00	-	650.00
General corporate purposes*	385.91	-	385.91
Total	1,875.91	355.00	2,230.91

**The amount utilised for general corporate purposes shall not exceed 25% of the Gross Proceeds of the Fresh Issue.*

(ii) Actual utilization: Will be updated in due course as the relevant time period has not been completed

(iii) Reasons for deviation, if any: Will be updated in due course as the relevant time period has not been completed

11. Comments of monitoring agency, if applicable

(a) Comments on use of funds	Will be updated in due course as the relevant time period has not been completed
(b) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document	
(c) Any other reservations expressed by the monitoring agency about the end use of funds	

12. Pricing Data

Issue Price (Rs.):	350
Designated Stock Exchange:	BSE
Listing Date:	September 21, 2020

Price parameters	At close of listing day (i.e. September 21, 2020)	At close of 30th calendar day from listing day	At close of 90th calendar day from listing day	As at the end of 1st FY after the listing of the issue (March 31, 2021)*		
				Closing price	High (during the FY)	Low (during the FY)
Market Price on Designated Stock Exchange (BSE)	651.10	NA	NA	NA	NA	NA
BSE SENSEX	38,034.14	NA	NA	NA	NA	NA
Sectoral Index	NA	NA	NA	NA	NA	NA

Price parameters	As at the end of 2nd FY after the listing of the issue (March 31, 2022)*			As at the end of 3rd FY after the listing of the issue (March 31, 2023)*		
	Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)
Market Price on Designated Stock Exchange (BSE)	NA	NA	NA	NA	NA	NA
BSE SENSEX	NA	NA	NA	NA	NA	NA
Sectoral Index	NA	NA	NA	NA	NA	NA

Source: BSE website

* Pricing Data not disclosed as reporting for the relevant fiscal years has not been completed

13. **Basis for Issue Price (Source of accounting ratios of peer group and industry average may be indicated; Source of the accounting ratios may generally be the same, however in case of different sources, reasons for the same may be indicated)**

Accounting ratio		As disclosed in the offer document ⁽¹⁾	At the end of 1st FY (March 31, 2021) ⁽²⁾	At the end of 2nd FY (March 31, 2022) ⁽²⁾	At the end of 3rd FY (March 31, 2023) ⁽²⁾
EPS	Issuer:	--	--	--	--
	Standalone (Basic)	N.A.	N.A	N.A	N.A
	Standalone (Diluted)	N.A.	N.A	N.A	N.A
	Consolidated (Basic)	13.83	N.A	N.A	N.A
	Consolidated (Diluted)	13.83	N.A	N.A	N.A
	Peer Group [^] :	--	--	--	--
	Industry Avg [^] :	--	N.A	N.A	N.A
P/E	Issuer:	--	--	--	--
	Standalone (Basic)	N.A.	N.A	N.A	N.A
	Standalone (Diluted)	N.A.	N.A	N.A	N.A
	Consolidated (Basic)	25.31	N.A	N.A	N.A
	Consolidated (Diluted)	25.31	N.A	N.A	N.A

	Peer Group [^] :	--	--	--	--
	Industry Composite [^] :	--	N.A	N.A	N.A
RoNW (%)	Issuer:	--	--	--	--
	Standalone	N.A.	N.A	N.A	N.A
	Consolidated	25.58%	N.A	N.A	N.A
	Peer Group [^] :	--	--	--	--
	Industry Composite [^] :	--	N.A	N.A	N.A
NAV	Issuer:	--	--	--	--
	Standalone	N.A.	N.A	N.A	N.A
	Consolidated	54.07	N.A	N.A	N.A
	Peer Group [^] :	--	--	--	--
	Industry Avg [^] :	--	N.A	N.A	N.A

Notes:

(1) Prospectus dated September 14, 2020

(2) Not disclosed as the reporting for the relevant fiscal years has not been completed.

([^]) There are no listed entities in India whose business portfolio is comparable with that of our business

14. Any other material information

Particulars	Date
NIL	

Source- Stock Exchange Filings

All the above information has been updated till September 21, 2020 unless indicated otherwise